

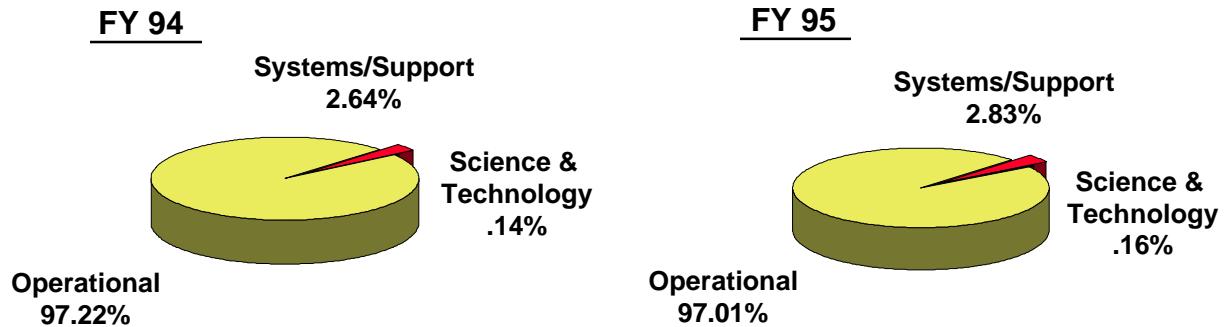
## **AIR FORCE CONTRACTING -- FY95**

**FY95 data reflects a decrease in the number of contracting actions and dollars due to the impacts of base closures, increased credit card usage by our customers at operational contracting units, and reductions in Air Force budgets.**

**Contracting processes will continue to transform as implementation of the Federal Acquisition Streamlining Act of 1994 matures, to include more commercial type buying, increased use of electronic commerce, significant raising of thresholds to simplify purchasing and administration, and less reliance on cost or pricing data. We will continue to benefit from the implementation of increased information technology initiatives and simplified practices.**

# AIR FORCE CONTRACTING ACTIONS

ACTIONS (THOUSANDS)	FY 94	FY 95
SYSTEMS/SUPPORT	73	72
SCIENCE & TECHNOLOGY	4	4
OPERATIONAL	<u>2,693</u>	<u>2,470</u>
TOTAL	2,770	2,546



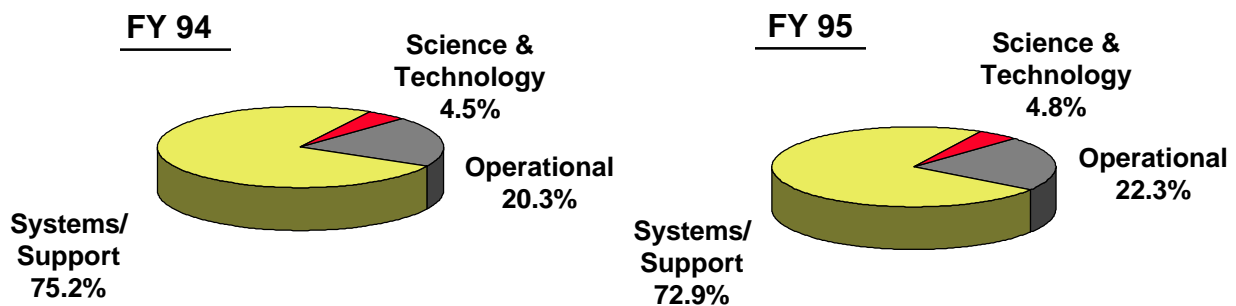
## AIR FORCE CONTRACTING ACTIONS BY COMMAND(THOUSANDS)

ACTIVITY	FY 91	FY 92	FY 93	FY 94	FY 95
ACC		1,076.1	953.9	713.2	673.4
SAC	716.9				
TAC	1,067.4				
AFC4A	8.6	9.6	18.9		
AFMC		587.2	672.8	599.0	546.0
AFLC	409.4				
AFSC	193.8				
AMC		490.4	403.1	356.0	312.2
MAC	550.4				
AETC	720.0	213.5	246.4	305.4	273.1
AU	525.0	35.5			
PACAF	219.9	207.7	204.0	267.0	263.0
AAC					
USAFE	270.8	263.5	237.5	201.4	182.2
AFRES	36.8	34.1	31.0	41.0	46.8
AIA	8.2	7.7	6.9	5.8	1.5
USAFA	55.9	64.9	46.0	56.6	50.9
AFSPC	81.3	83.4	85.1	126.7	137.5
11WG	68.9	61.6	70.7	62.3	21.2
AFSOC			31.6	35.6	37.7
OTHER	0.1	0.1			
TOTAL	4,933.4	3,135.3	3,007.9	2,770.0	2,545.5

Source: SAF/AQCI: Using the Air Force Contract Reporting System (J001)

# AIR FORCE CONTRACTING DOLLARS

DOLLARS (BILLIONS)	FY94	FY95
SYSTEMS/SUPPORT	31.5	28.8
SCIENCE & TECHNOLOGY	1.9	1.9
OPERATIONAL	8.5	8.7
TOTAL	\$41.9	\$39.4

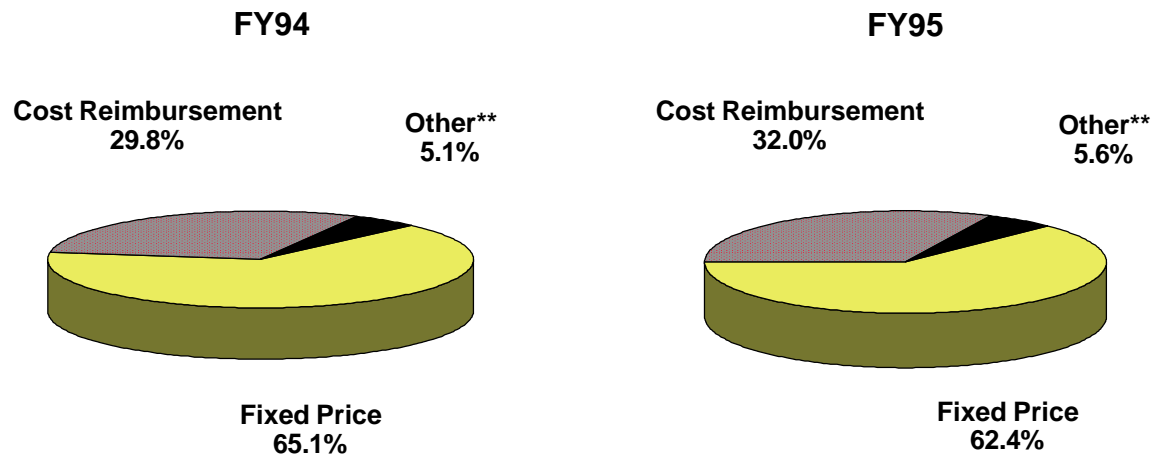


## AIR FORCE CONTRACTING DOLLARS OBLIGATED BY COMMAND (MILLIONS)

ACTIVITY	FY91	FY92	FY93	FY94	FY95
ACC		1,629.4	1,506.5	1250.7	1338.0
SAC	908.5				
TAC	1,767.9				
AFC4A	306.7	357.5	266.6		
AFMC		33,326.3	36,874.4	34985.7	32306.1
AFLC	11,037.4				
AFSC	27,093.3				
AMC		1,356.5	1,298.1	1420.8	1322.3
MAC	3,036.6				
AETC	1,214.0	814.1	935.4	1,084.4	1,120.5
AU	588.2	93.9			
PACAF	1,092.4	1,028.9	1,117.8	1,058.9	1,048.9
USAFE	702.0	564.2	421.0	472.0	549.2
AFRES	88.4	66.6	104.8	123.3	122.8
AIA	54.8	42.9	40.0	48.2	43.1
USAF A	89.6	79.7	91.3	107.5	102.7
AFSPC	937.2	997.4	1,099.1	1,136.1	1,252.9
11 WG	278.3	253.2	253.1	242.0	163.1
AFSOC			40.5	50.3	60.0
OTHER	22.9	11.2			
TOTAL	49,218.2	40,621.8	44,048.6	41,979.9	39,429.6

Source: SAF/AQCI: Using the Air Force  
Contract Reporting System (J001)

# AIR FORCE OBLIGATIONS -- CONTRACT TYPE\*



	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b><u>TOTAL DOLLARS (MILLIONS)</u></b>	<b>\$40,954.1</b>	<b>\$35,216.7</b>	<b>\$36,542.5</b>	<b>\$36,470.7</b>	<b>\$31,215.4</b>
<b><u>FIXED PRICE (TOTAL)</u></b>	<b>\$30,980.6</b>	<b>\$23,142.7</b>	<b>\$23,621.6</b>	<b>\$23,758.8</b>	<b>\$19,480.3</b>
- FIXED-PRICE REDETERMINATION	\$33.3	\$27.1	\$47.9	\$257.6	\$52.4
- FIRM-FIXED-PRICE	\$22,933.1	\$14,674.9	\$15,665.9	\$14,249.5	\$14,728.3
- FIXED-PRICE EPA	\$1,220.4	\$1,133.4	\$766.7	\$559.6	\$569.8
- FIXED-PRICE INCENTIVE	\$6,793.8	\$7,307.3	\$7,141.0	\$8,692.1	\$4,129.8
- FIXED PRICE (PERCENT OF TOTAL)	75.7%	65.7%	64.6%	65.1%	62.4%
<b><u>COST REIMBURSEMENT (TOTAL)</u></b>	<b>\$8,414.7</b>	<b>\$10,384.1</b>	<b>\$10,992.6</b>	<b>\$10,852.7</b>	<b>\$9,993.2</b>
- COST-PLUS-AWARD-FEE	\$2,494.0	\$3,956.4	\$4,401.8	\$5,062.0	\$6,034.3
- COST	\$1,099.1	\$1,161.0	\$1,210.9	\$1,141.6	\$1,122.2
- COST-SHARING	\$108.7	\$71.4	\$61.4	\$44.4	\$66.7
- COST-PLUS-FIXED-FEE	\$3,661.7	\$3,187.2	\$3,734.1	\$3,014.9	\$1,963.5
- COST-PLUS-INCENTIVE-FEE	\$1,051.2	\$2,008.1	\$1,584.3	\$1,589.8	\$806.5
- COST REIMB (PERCENT OF TOTAL)	20.5%	29.5%	30.1%	29.8%	32.0%
<b><u>OTHER (TOTAL)**</u></b>	<b>\$1,558.8</b>	<b>\$1,689.9</b>	<b>\$1,928.4</b>	<b>\$1,859.2</b>	<b>\$1,741.8</b>
- TIME AND MATERIAL	\$1,349.3	\$1,425.7	\$1,443.6	\$1,439.3	\$1,483.2
- LABOR HOUR	\$209.5	\$264.1	\$484.8	\$419.9	\$258.6
- OTHER (PERCENT OF TOTAL)	3.8%	4.8%	5.3%	5.1%	5.6%

\* Actions of \$25,000 or more excluding GSA Schedules, FMS and awards to other Federal Agencies

\*\* Other includes Time and Material and Labor Hour type contracts

Source: SAF/AQCI: Using the Air Force  
Contract Reporting System (J001)

# TOP 20 AIR FORCE CONTRACTORS - FY 95

FY 95 DOLLARS  
OBLIGATED (000)

1. LOCKHEED MARTIN CORPORATION	\$ 7,232,099
2. MCDONNELL DOUGLAS CORPORATION	3,974,688
3. NORTHROP GRUMMAN CORPORATION	1,948,564
4. THE BOEING COMPANY	1,320,185
5. UNITED TECHNOLOGIES CORPORATION	946,597
6. ROCKWELL INTERNATIONAL CORPORATION	815,800
7. GENERAL MOTORS CORPORATION	772,434
8. LORAL CORPORATION	647,747
9. RAYTHEON COMPANY	641,211
10. TRW INC	487,402
11. GENERAL ELECTRIC COMPANY	439,285
12. WESTINGHOUSE ELECTRIC CORP	415,272
13. MASSACHUSETTS INSTITUTE OF TECHNOLOGY	322,107
14. FEDERAL EXPRESS CORPORATION	300,349
15. AEROSPACE CORPORATION	250,076
16. CFM INTERNATIONAL INC	239,768
17. GTE CORPORATION	213,368
18. INTERNATIONAL BUSINESS MACHINES CORP	210,037
19. SCIENCE APPLICATIONS INTL CORPORATION	197,279
20. MITRE CORPORATION	190,190

Source: Washington  
 Headquarters Service

## TOP 20 FOREIGN COUNTRIES\* - FY 95

	NUMBER OF CONTRACTUAL ACTIONS (OVER \$25,000)	FY 95 DOLLARS OBLIGATED (000)
1. JAPAN	944	\$ 527,960
2. TURKEY	145	186,167
3. GERMANY	903	150,483
4. SAUDI ARABIA	127	85,351
5. CANADA	159	62,309
6. GREENLAND	28	35,963
7. ISRAEL	54	35,192
8. UNITED KINGDOM	177	33,707
9. PORTUGAL	110	21,733
10. KOREA	97	18,418
11. EGYPT	23	17,470
12. ITALY	188	16,859
13. BELGIUM	28	13,809
14. PANAMA	82	12,513
15. SPAIN	41	11,742
16. COLUMBIA	11	10,081
17. NEW ZEALAND	4	7,823
18. DENMARK	13	4,741
19. NORWAY	14	3,464
20. NETHERLANDS	29	3,012

\* Listing reflects principal place of contract performance

Source: SAF/AQCI: Using the  
Air Force Contract  
Reporting System (JOO1)

## TOP 20 STATES\* - FY 95

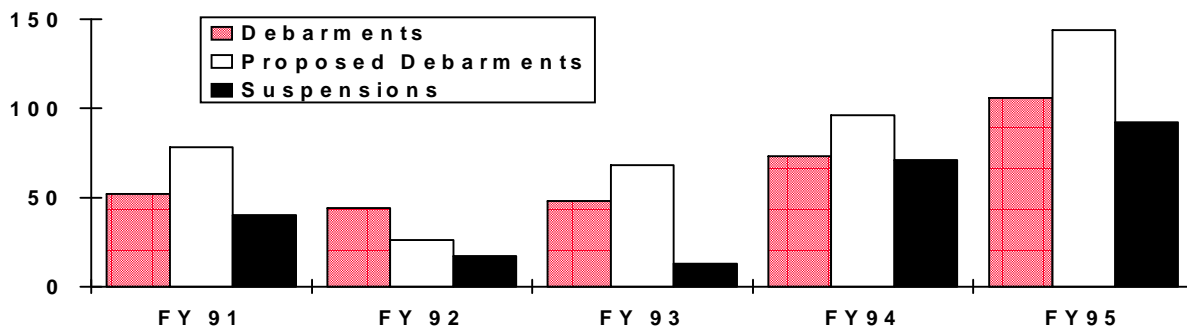
	<b>NUMBER OF CONTRACTUAL ACTIONS (OVER \$25,000)</b>	<b>FY 95 DOLLARS OBLIGATED (000)</b>
1. CALIFORNIA	7,694	\$ 7,517,038
2. TEXAS	5,364	3,761,227
3. FLORIDA	3,136	3,032,438
4. GEORGIA	1,488	2,558,542
5. MISSOURI	816	1,680,259
6. OHIO	3,896	1,499,800
7. COLORADO	1,477	1,498,527
8. MASSACHUSETTS	2,483	1,380,162
9. WASHINGTON	1,011	1,091,251
10. NEW YORK	2,115	1,044,109
11. MARYLAND	1,675	915,034
12. VIRGINIA	3,935	904,545
13. TENNESSEE	728	576,255
14. ARIZONA	1,080	575,097
15. PENNSYLVANIA	804	476,060
16. KANSAS	492	410,731
17. OKLAHOMA	1,034	409,142
18. ILLINOIS	974	381,793
19. NEW MEXICO	1,151	285,695
20. NEW JERSEY	782	283,963

\*Listing reflects principal place of contract performance

SAF/AQCI: Using the Air Force Contract  
Reporting System (JOO1)

## AIR FORCE DEBARMENTS & SUSPENSIONS

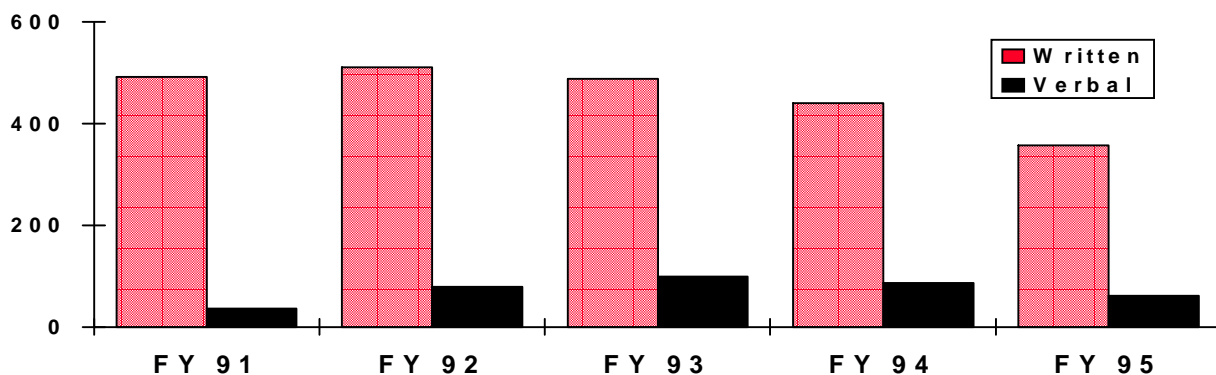
<u>Number Processed</u>	<u>FY 91</u>	<u>FY 92</u>	<u>FY 93</u>	<u>FY 94</u>	<u>FY95</u>
Debarments	52	44	48	73	106
Proposed Debarments	78	26	68	96	144
Suspensions	<u>40</u>	<u>17</u>	<u>13</u>	<u>71</u>	<u>92</u>
Total	170	87	129	240	342



Source: SAF/GCR

## AIR FORCE CONGRESSIONAL/WHITE HOUSE INQUIRIES

<u>Inquiries Received</u>	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
Written	492	510	488	440	357
Verbal	<u>36</u>	<u>79</u>	<u>99</u>	<u>86</u>	<u>61</u>
Total	528	589	587	526	418



Source: SAF/AQCX

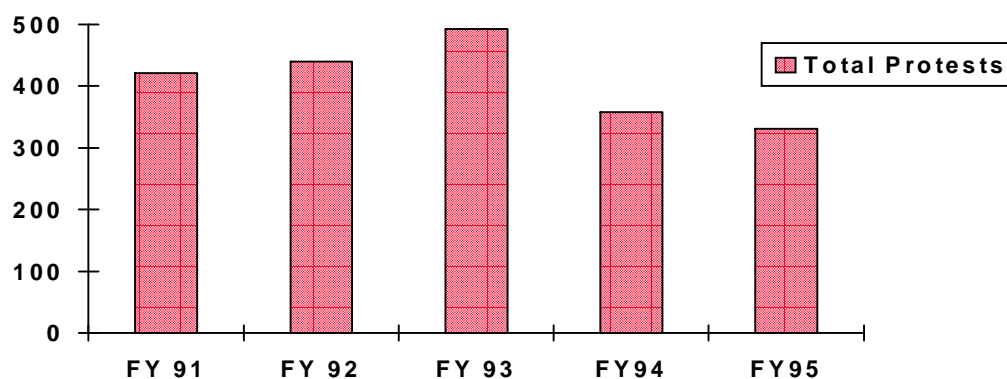


## AIR FORCE GAO PROTESTS

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Total Protests Received</b>	421	440	493	358	331
<b>Protests Decided*</b>	370	433	532	346	330
<b>Sustained</b>	21 (6%)	16 (4%)	8 (2%)	4 (1%)	7(2%)
<b>Denied/Dismissed</b>	286	309	392	232	234
<b>Withdrawn</b>	63	108	132	110	89
<b>Corrective Action</b>	---	18	33	52	39

\*Reflects decisions on protests carried over from the previous year

Source: SAF/AQCX



## AIR FORCE GAO PROTESTS BY MAJCOM

<b>MAJCOM</b>	<b>FY91</b>	<b>FY92</b>	<b>FY93</b>	<b>FY94</b>	<b>FY95</b>
AFMC		204	235	190	170
AFLC	110				
AFSC	78				
AETC	50	44	35	32	40
MAC	25				
AMC		37	34	20	22
ACC		62	83	42	50
SAC	29				
TAC	45				
PACAF	14	19	23	13	14
USAFE	19	33	1	0	1
AFSPC	23	24	18	36	15
OTHER*	28	17	64	24	19
<b>TOTAL</b>	<b>421</b>	<b>440</b>	<b>493</b>	<b>358</b>	<b>331</b>

\*Other Includes: USAFA, AFSOC, AFRES, AF SVCS, NAF, and 11 WG

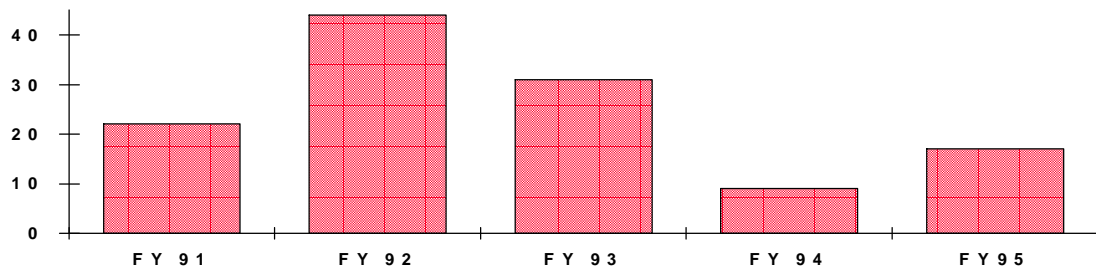
Source: SAF/AQCX

## AIR FORCE GSBKA PROTESTS

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Total Protests Received</b>	22	44	31	9	17
<b>Protests Decided</b>	22	36	31	9	16
<b>Sustained</b>	4	14	6	3	5
<b>GSBCA</b>	1	5	1	1	2
<b>USAF</b>	3	9	5	2	3
<b>Denied/Dismissed</b>	5	11	21	5	9
<b>Withdrawn</b>	13	11	4	1	2

**Total Protests Received**

Source: SAF/GCQ



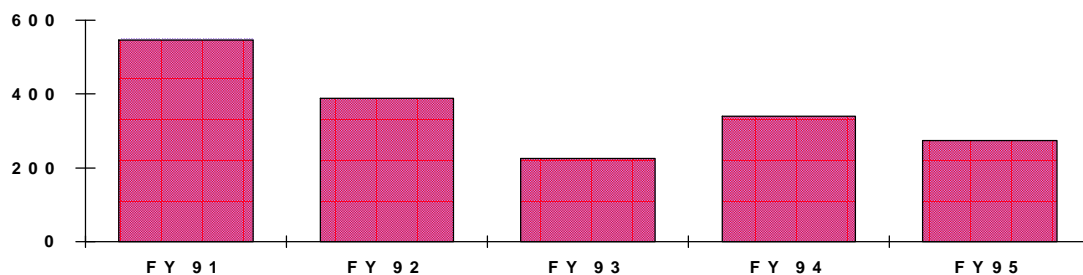
## AIR FORCE ASBCA CASES

	<u>FY 91</u>	<u>FY 92</u>	<u>FY 93</u>	<u>FY 94*</u>	<u>FY 95</u>
<b>New Appeals Received</b>	546	388	225	340	274
<b>Resolved</b>	565	427	350	367	291
<b>Pending at Year End</b>	596	557	432	405	388

\*FY94 data corrected from that previously published

Source: AFCLC/JAB

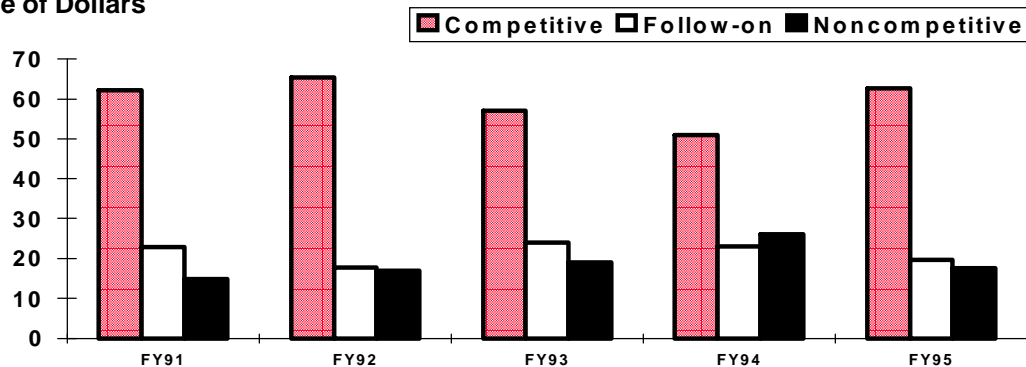
**Number of Cases**



## AIR FORCE CONTRACT COMPETITION\* (DOLLARS)

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Total (Billions)</b>	<b>\$40.8</b>	<b>\$35.3</b>	<b>\$36.0</b>	<b>\$36.8</b>	<b>\$29.2</b>
<b>Competitive</b>	<b>62.2%</b>	<b>65.3%</b>	<b>57.0%</b>	<b>51.0%</b>	<b>62.7%</b>
<b>Follow-on</b>	<b>22.9%</b>	<b>17.7%</b>	<b>24.0%</b>	<b>23.0%</b>	<b>19.7%</b>
<b>Noncompetitive</b>	<b>14.9%</b>	<b>17.0%</b>	<b>19.0%</b>	<b>26.0%</b>	<b>17.6%</b>

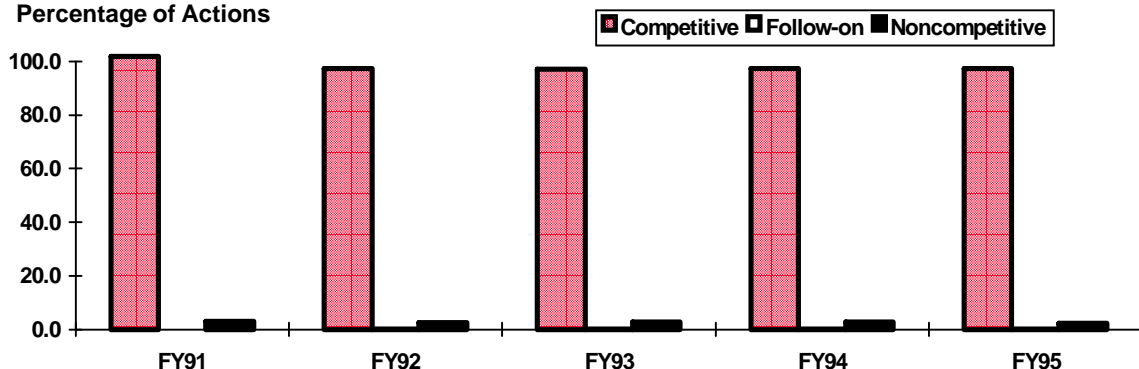
Percentage of Dollars



## AIR FORCE CONTRACT COMPETITION\* (ACTIONS)

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Total Actions (Millions)</b>	<b>3.1872</b>	<b>2.9573</b>	<b>2.5706</b>	<b>2.2400</b>	<b>2.0374</b>
<b>Competitive</b>	<b>97.00%</b>	<b>97.37%</b>	<b>97.20%</b>	<b>97.30%</b>	<b>97.38%</b>
<b>Follow-on</b>	<b>0.00%</b>	<b>0.12%</b>	<b>0.10%</b>	<b>0.10%</b>	<b>0.23%</b>
<b>Noncompetitive</b>	<b>3.00%</b>	<b>2.51%</b>	<b>2.70%</b>	<b>2.60%</b>	<b>2.39%</b>

Percentage of Actions



\* Excludes awards to: Single Supplier Utilities, Qualified Nonprofit Agencies for the Blind or Severely Disabled, Single Source 8(a), Foreign Military Sales, International Agreements, Federal Agencies and other misc. exceptions.

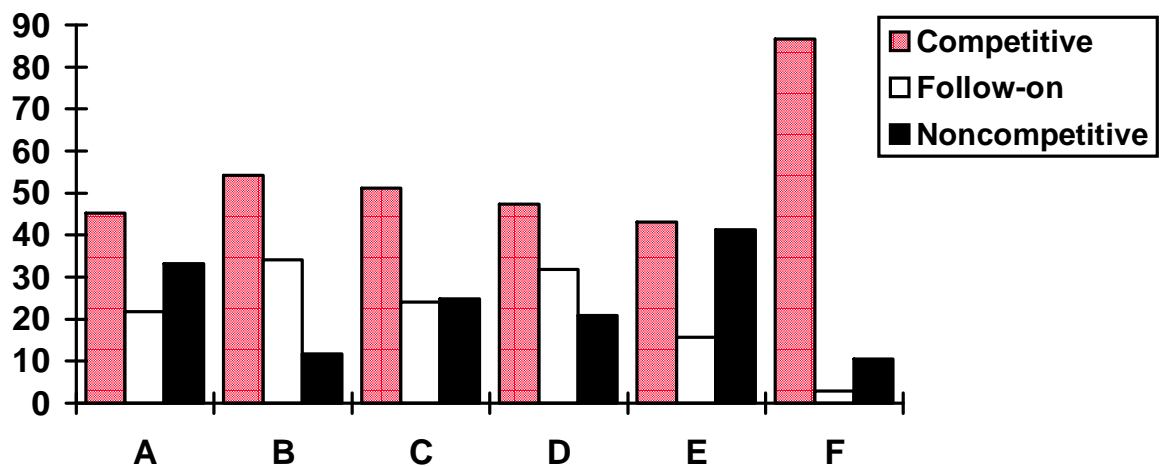
Source: SAF/AQCI, Using the Air Force Contract Reporting System (J001)

# AIR FORCE COMPETITION BY COMMODITY

## CATEGORY - FY 95\*

<u>CATEGORY</u>	<u>Total Dollars (Billions)</u>	<u>% of Total Dollars</u>	<u>Competitive %</u>	<u>Follow-on %</u>	<u>Non- Competitive %</u>
A. AIRCRAFT ENGINES & SPARES	\$ 1.6	5.5	45.2	21.7	33.1
B. AIRFRAMES & SPARES	6.9	23.6	54.2	34.0	11.8
C. ELECTRONIC & COMMUNICATION EQUIPMENT	4.6	15.8	51.2	24.0	24.8
D. MISSILE & SPACE SYSTEMS	4.4	15.1	47.3	31.8	20.9
E. OTHER AIRCRAFT EQUIPMENT	1.5	5.1	43.1	15.7	41.2
F. ALL OTHER SUPPLIES & SERVICES	10.2	34.9	86.6	2.8	10.6
Total \$29.2					

Percentage of FY95 Dollars Obligated

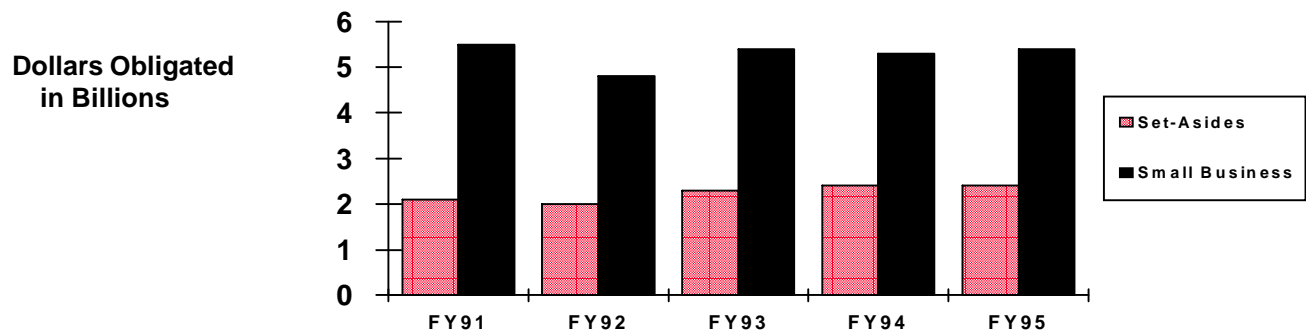


\* Excludes awards to: Single Supplier Utilities, Qualified Nonprofit Agencies for the Blind or Severely Disabled, Single Source 8(a), Foreign Military Sales, International Agreements, Federal Agencies and other misc. exceptions

Source: SAF/AQCI, Using the Air Force Contract Reporting System (J001)

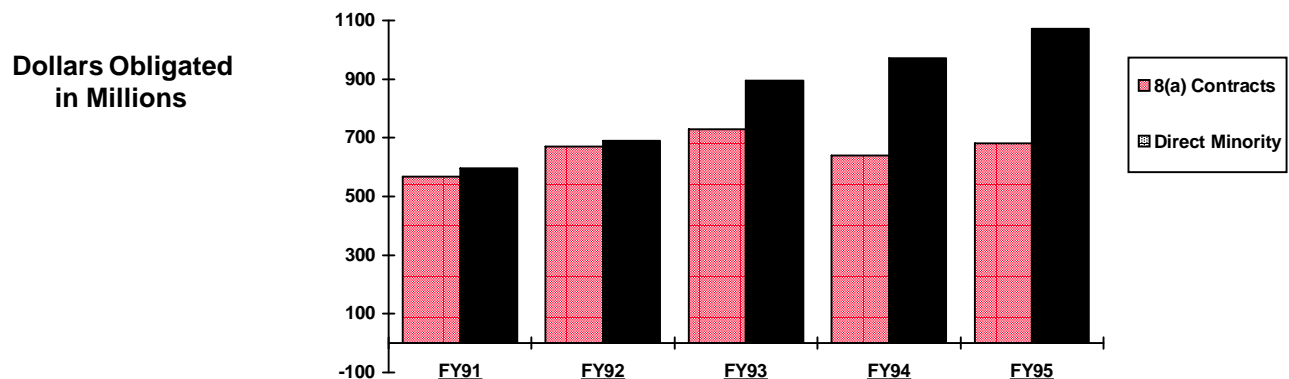
## AIR FORCE CONTRACT AWARDS TO SMALL BUSINESS

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Awards to Small Business (Billions)</b>	<b>\$5.5</b>	<b>\$4.8</b>	<b>\$5.3</b>	<b>\$5.3</b>	<b>\$5.4</b>
<b>Percentage of Contract Dollars*</b>	<b>13.3%</b>	<b>13.8%</b>	<b>15.2%</b>	<b>16.0%</b>	<b>17.9%</b>
<b>Set-Asides (Billions)</b>	<b>\$2.1</b>	<b>\$2.0</b>	<b>\$2.3</b>	<b>\$2.4</b>	<b>\$2.4</b>
<b>Percentage for Set-Asides</b>	<b>5.1%</b>	<b>5.8%</b>	<b>6.5%</b>	<b>7.2%</b>	<b>7.9%</b>



## AIR FORCE SMALL AND DISADVANTAGED CONTRACTING DOLLARS

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>8(a) Contracts (Millions)</b>	<b>\$568.6</b>	<b>\$670.7</b>	<b>\$730.0</b>	<b>\$640.1</b>	<b>\$682.5</b>
<b>Direct Minority (Millions) **</b>	<b>\$596.4</b>	<b>\$688.9</b>	<b>\$895.6</b>	<b>\$971.1</b>	<b>\$1072.7</b>
<b>Total</b>	<b>\$1,165.0</b>	<b>\$1,359.6</b>	<b>\$1,625.6</b>	<b>\$1,611.2</b>	<b>\$1,755.2</b>
<b>Percentage of Total Dollars*</b>	<b>2.5%</b>	<b>4.0%</b>	<b>4.6%</b>	<b>4.9%</b>	<b>5.8%</b>



\* Baseline excludes amounts to firms for work outside USA, Intergovernmental/Foreign Military Sales, Educational and Nonprofit Organizations, Foreign concerns in the USA

\*\* Includes awards made to SDBs in unrestricted environment, through SDB Set-Aside, or with evaluation preference

Source: SAF/SB

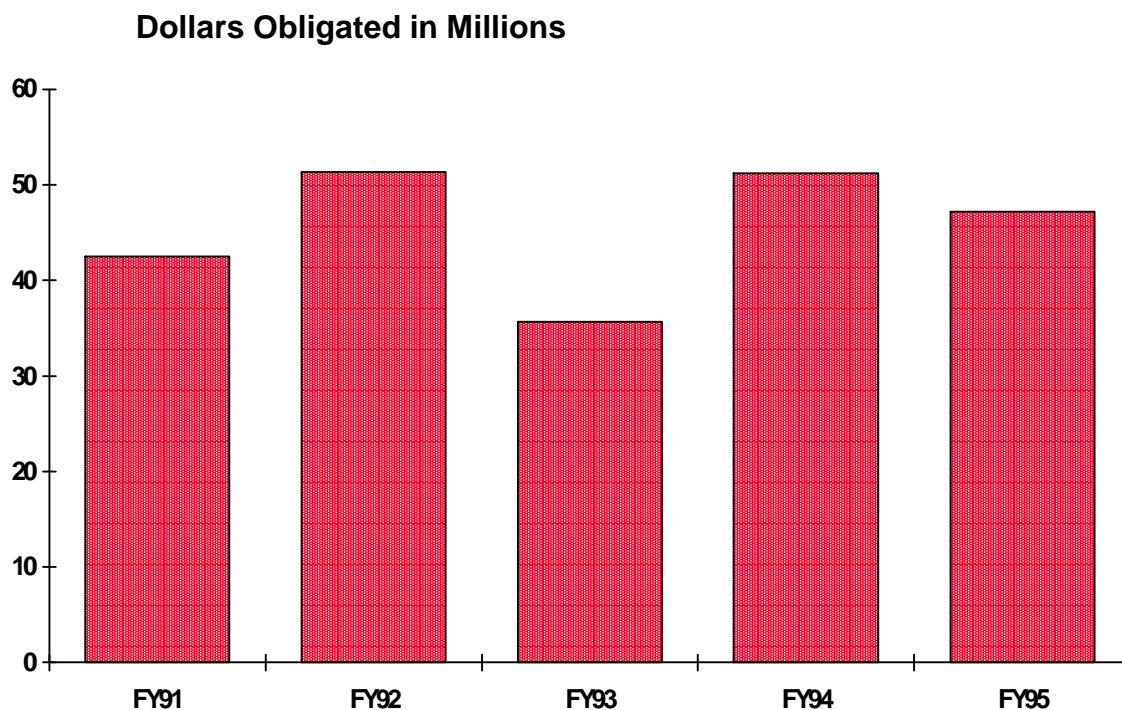
## INTERNATIONAL MERCHANTS PURCHASE AUTHORIZATION CARD (IMPAC) - FY 95\*

ACTIVITY	NUMBER OF CARDHOLDERS	NET SALES (\$ MILLIONS)	NUMBER OF TRANSACTIONS (THOUSANDS)
ACC	3,341	\$28.5	78.7
AFMC	2,297	36.8	78.2
AMC	2,010	23.0	56.7
AETC	1,676	11.7	37.2
PACAF	1,142	12.4	33.7
USAFE	170	.3	.6
AFRES	246	1.9	8.2
USAFA	191	2.4	6.2
AFSPC	829	6.3	16.5
11 WG	145	2.5	4.4
AFSOC	121	1.0	2.3
<b>TOTAL</b>	<b>12,168</b>	<b>\$126.8</b>	<b>322.7</b>

\*These actions are excluded from all other portions of the Air Force Contracting Summary

## AIR FORCE JAVITS-WAGNER-O'DAY AWARDS TO BLIND AND SEVERELY DISABLED

	<u>FY91</u>	<u>FY92</u>	<u>FY93</u>	<u>FY94</u>	<u>FY95</u>
<b>Actions</b>	<b>192</b>	<b>163</b>	<b>125</b>	<b>140</b>	<b>161</b>
<b>Dollars (Millions)</b>	<b>\$42.5</b>	<b>\$51.3</b>	<b>\$35.7</b>	<b>\$51.2</b>	<b>\$47.2</b>



Source: SAF/AQCI, Using the Air Force Contract  
Reporting System (J001)